

Message Text

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ACTION EB-07

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E.O. 11652: N/A

TAGS: BEXP, ZA

SUBJ: BUSINESS VISITOR ASSISTANCE

1. PLEASE ALERT DEPT. OF COMMERCE FIELD OFFICE, NEW YORK,
OF VISIT TO U.S. (NEW YORK IN PARTICULAR) OF MR. DANTE SAUNDERS,
COMMISSION SALES REPRESENTATIVE BASED IN LUSAKA, ZAMBIA.

2. MR. SAUNDERS SEEKS TO MAKE CONTACT WITH SUPPLIERS OF RATION
FOOD PACKS FOR MILITARY PERSONNEL FOR THE PURPOSE OF
ESTABLISHING COMMISSION AGENCY REPRESENTATION FOR U.S. SUPPLIERS.
ANNUAL SALES IN ZAMBIA ANTICIPATED TO BE IN REGION OF DOLS 900,000
59 DOLS 1,200,000. EACH PACK OFFERED SHOULD
CONSIST OF VARIETY OF CANNED FOOD PRODUCTS E.G. BEEF, FISH, FRUIT,
VEGETABLES ETC.

3. MR. SAUNDERS ALSO WISHES TO MEET SUPPLIERS OF MILITARY
UNIFORMS, INCLUDING SOCKS, RAIN COATS ETC. ALSO WITH VIEW TO
ESTABLISHING AGENCY REPRESENTATION ON COMMISSION BASIS. HE HAS
RECEIVED SPECIFIC REQUEST FROM THE ZAMBIA NATIONAL DEFENCE FORCE TO
SURVEY U.S. SUPPLIERS OF ABOVE SPECIFIED PRODUCTS.

4. MR. SAUNDERS EXPECTS TO BE IN U.S. FOR ABOUT SIX WEEKS.
PART OF HIS ITINERARY AS FOLLOWS: - AUGUST 28 - SEPT. 5, 1976:
HARTFORD, CONN. (AS GUEST OF UNITED TECHNOLOGY INTERNATIONAL),
SEPT. 7 OR 8 - TO BE IN NEW YORK FOR ONE WEEK. WHILE IN NEW
YORK MR. SAUNDERS CAN BE CONTACTED THRU THE ZAMBIAN MISSION
TO THE U.N. HE WILL PROCEED TO VISIT CANADA FOR AN UNSPECIFIED
PERIOD.

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5. WOULD APPRECIATE ANY ASSISTANCE EXTENDED TO MR. SAUNDERS
WHEN HE CALLS AT THE FIELD OFFICE IN NEW YORK DURING HIS VISIT.
CLINGERMAN

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